



Communities • Habitat • Finance

**Gurage Livelihood and Agriculture Development  
Program  
Final Report submitted to OFDA  
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## 1 Introduction

In 2004, it was estimated that the number of chronically food insecure in Ethiopia would increase to 10 million throughout the country. In the SNNPR, two zones affected by cumulative climatic shocks coupled with economic losses resulting in a loss of assets were Silte and Gurage, where the local population has been plagued by drought and natural resource depletion as well as being forced to rely on mere subsistence farming activities for survival. In response to USAID/OFDA's 2004 program strategy of reducing mortality; responding to acute emergency needs; facilitating recovery of affected households and mitigating possible future shocks, CHF International began implementing an agricultural and livelihoods recovery program in the Silte and Gurage zones of the SNNPR in May 2004, which lasted until June 30<sup>th</sup>, 2005. CHF International sought to improve the lives of the people of Silte and Gurage with the Gurage Livelihoods and Agriculture Development (GLAD) program. CHF's approach was to mitigate future shocks by introducing livelihood alternatives to large-scale agriculture and improving agricultural, environmental management, and water and sanitation conditions amongst households in its target areas. The project was implemented in partnership with Greener Ethiopia, a local NGO working with farmers in the target woredas on alternative livelihoods in the SNNPR for more than three years. GLAD was a 1-year, \$ 435,318 budget program. USAID provided \$349,018 in direct assistance, and \$86,300 was pledged as a match from the community and the partner organization. By the end of the program, \$122,758.56 had been raised in in-kind contributions by CHF's local partner, through community contributions, as well as through expert volunteers. This equals 35% of the entire monetary sum granted by OFDA for the project.

### 1.1 Program Goal and Objectives

The GLAD program's overarching goal was to enable 900 households to generate adequate income and assets to meet their basic needs and to achieve sustainable economic growth. The program's original objectives and indicators were as follows:

*Objective 1: Increased household income and resilience through diversification of income sources and increased productivity of current income-generating activities*

- a) Indicator – 565 people trained and provided with agro forestry seedlings (3,955 direct beneficiaries)
- b) Indicator – 225 women trained and provided with day-old chicks (1,575 direct beneficiaries)
- c) Indicator – 140 farmers trained in beekeeping and provided with beehives (980 direct beneficiaries)
- d) Indicator – 40 women organized into savings groups (280 direct beneficiaries)

*Objective 2: Improved agricultural, water and environmental management practices to combat effects of natural disasters*

- a) Indicator – Construct 40 household wells for water supply and vegetable gardening (18,000 direct beneficiaries)

Due to cost savings made in direct costs, such as salaries and travel, a request was made in March 2005 for a two month no cost extension (NCE). The interventions carried out during the NCE, such as a comprehensive Water Management & Drought Mitigation Training were identified as needs by two of the irrigation associations targeted by CHF and Greener Ethiopia. Another key activity under the NCE was a market study focused on those GLAD beneficiaries who were interested in selling their GLAD-inputs, such as eggs, chickens and honey in local and regional markets.

## 2 Collaborators

In order to maximize its efforts in the field, CHF International practices continuous consultation and collaboration with other humanitarian organizations, local authorities, community leaders and the beneficiary communities themselves. Feedback received over the duration of the program from woreda and kebele officials was very positive. These officials voiced their appreciation regarding the efficacy of the interventions, especially regarding the introduction of new technologies by CHF and its partner, such as the usage of the hay-box chicken brooder for GLAD households involved in poultry rearing.

### 2.1 Donors and Implementing Partners

During the implementation of the GLAD program, OFDA was consulted regularly, at Addis Ababa based meetings as well as during monitoring visits in the field. In addition, regular meetings were held between CHF and its local partner as well as other NGOs such as Mekani Yesus, Water Development Association, and Project Mercy, in order to share information. Self-Help Development, for example, gave valuable up-to-date technical information to the GLAD program on current agro-forestry practices in the region.

### 2.2 Communities

In addition to working with international and national NGOs, CHF also maintained close interaction and partnerships with local communities and their community leaders. CHF's success in obtaining the cooperation of the community and involving them fully in the program's implementation is largely due to this interaction at the community level. The communities themselves played a key part in identifying vulnerable households in need of assistance. Community leaders and kebele officials developed specific criteria for beneficiary selection, which included the household's vulnerability to shocks as well as its livelihood potential. On average, the GLAD team would facilitate community meetings twice a month to discuss issues and possible challenges, as well as receive updates on technical assistance and physical inputs given to the households.

### 3 Program Implementation

The total numbers of targeted and reached beneficiaries for each of the above activities are shown below

Activities	Target Beneficiaries	Target Reached	% Achieved
Farmers trained in beekeeping and provided with beehives	140	140	100
Women trained and provided with day-old chickens	225	225	100
Farmers trained and provided with agro-forestry seedlings	565	565	100
Women organized in income generating activities	40	197	203
Shallow wells constructed for water supply and vegetable gardening	40	82	205

#### 3.1 Agro-forestry seedlings

Since increased agricultural productivity and resource conservation were key elements in the program, Greener Ethiopia's provided GLAD two nursery sites in Maskan and Kebena to cultivate seedlings for its beneficiaries. 140,000 tree seedlings from Dobi and 80,000 from Katbari nursery sites were raised throughout the life of the program, of which 18,000 multi-purpose trees (fruit, fuel wood and forage trees) were distributed to 565 GLAD direct beneficiaries to grow in their kitchen gardens. The survival rate of the seedlings was 80%. Beneficiaries will start collecting fruits from the planted fruit tree seedlings after 3.5 years. Farmer will be able to sell their products/ fruits/ in the local markets as well as use for home consumption. Approximately 192,000 forestry seedlings were planted in communal or stock excluded areas in Silte woreda, as well as farmyards and degraded communal areas in order to conserve soil for rehabilitation of denuded hill sides and gullies in Meskan and Silte woredas. Finally, more than 10,000 fruit and agro-forestry seedlings were provided to Water Action for distribution in the GEBI program under the Productive Safety Net Program (PSNP) in June, 2005. The output of the multi-purpose trees is not measurable in the short

term. Nevertheless, immediate benefits include beneficiaries' change in attitude on environmental issues as well as a willingness to take care of the closure areas and planted seedlings.

### 3.2 Poultry production

Over the life of the program, 225 women headed households were trained in modern poultry rearing and were provided with 30 one-day old chicks over four rounds. Because of their resistance to predators and their high survival rate, CHF and its partner decided to supply the households with the Egyptian Fayoumy breed, instead of the local breed. Fayoumy chickens are used for a dual nutritional purpose, i.e. for eggs and meat; are hardy and survive by foraging during times of hardship.

Poultry beneficiary households were selected using CHF's PACE methodology, which entailed selecting two chronically food insecure woredas; thereafter beneficiaries were identified through the kebele governments, agriculture offices, Rural Development Departments and the CHF team, through an objective selection criteria. At the kebele level households were selected based on objective criteria: i.e. the food gap, with special focus given to the most vulnerable – mothers with many children, women head of households, widows, young children, etc. Elders, kebele administrations, development agents, women representatives, and the CHF field coordinator acting as facilitator were involved in the household selection.

Training of trainers (TOT) for 10 women farmers was conducted at Debrezeit Agricultural Research Institute (DARI) for five days, and then the trained TOTs and one chicken brooder construction expert from DARI trained 215 women poultry production beneficiaries with support of the GLAD team. Starter and grower feed for the first 8 weeks were purchased from Debrezeit poultry feed processing plc, and Alem plc, and was distributed together with the chicks. The chickens were vaccinated against diseases such as New Castle – viral disease which is fatal if it infects a flock or a bird. Prophylactic vaccinations were given in three rounds. Chickens took the 1<sup>st</sup> vaccine upon hatching, the 2<sup>nd</sup> at one month, and the 3<sup>rd</sup> at the end of month two.

The hay box chicken brooder, a simple technology developed locally by the Debrezeit Agricultural Research Institute to replace the brooding hen, was introduced to beneficiary households. The day old chicken brooder has two parts; the first part is the day-brooder, which is designed to house 30 chicks and allow for easy feeding and watering up to two months of age. The second part of the brooder serves for their night roost and is designed to emulate the warmth of the mother hen by filling hay on the sides of the walls under the mesh wire. Each household was provided with materials, 6 meters of wood 25 cm wide and 2 cm thick, mesh wire (1.8 meter), nails, sacs for shelter during the direct sunlight hours of the day and to cover their night brooder. The brooders were constructed by the women farmers themselves following instructions given to them during training by TOT trainers, DARI expert and CHF – GE team at the woreda level.

According to the June 2005 impact assessment, there are clear indications that the involvement in poultry production has the potential to improve and diversify beneficiaries' household income and consumption. For example, chickens from the first, second and third round of distributions started to lay eggs during the life of the program, and as a result, GLAD beneficiaries started to consume the eggs at the household level, with almost all beneficiaries (all distributed chicken are laying eggs, i.e. 221 women) selling surplus eggs and roosters in local markets such as Enseno and Butajira. One key success of this type of poultry rearing intervention was that GLAD found that the women beneficiaries were not only able to cover their household expenses such as the purchase of coffee, sugar, salt, children's textbooks, etc., but some women bought sheep from the revenues of egg and rooster sales. For example in Dobena Bti kebele in Maskan, GLAD project staff reported that eight women bought sheep from the sale of eggs.

Some constraints observed during the impact assessment include a lack of cash by the households to purchase feed, as well as the destruction of vegetation and backyard crops due to lack of fencing to enclose and / or keep out the chicks. CHF plans to address these problems through continual support to GLAD poultry beneficiaries post-project, first by disseminating local market prices which can assist women farmers in knowing the best place to buy feed. Secondly, exchange visits are planned with the new OFDA-funded Emergency Livelihoods Recovery Program beneficiaries who reside in the same areas, where training will be given on savings. Finally, through the exchange visits, the original GLAD beneficiaries will be advised to put up fencing around the Fayoumi chickens, so that vegetation crucial for household consumption will be not be destroyed.

### Break-down of distribution of chicks and survival rate

Round	House-holds	Number Distributed	Number Survived as of 26/12/04	No. of Death	Death Rate in %	No. Hay-Box Chicken Brooders Constructed	Feed in Kilos
<b>MESKAN</b>							
1	22	633	546	87	14	-	858
2	26	464	426	38	8	-	1014
3	13	384	373	11	3	-	507
4	28	1090	1022	68	6	125	1092
5	36	1073	986	87	8	-	1404
<b>Sub-Total</b>	<b>125</b>	<b>3644</b>	<b>3353</b>	<b>291</b>	<b>7.8</b>	<b>125</b>	<b>4875</b>
<b>SILTE</b>							
1	20	586	441	145	25	-	780
2	20	468	415	53	11	-	780

3	13	386	373	13	3	-	507
4	30	514	428	86	17	98	1170
5	17	1089	946	143	13	-	663
<b>Total</b>	<b>100</b>	<b>3043</b>	<b>2603</b>	<b>440</b>	<b>14</b>	<b>98</b>	<b>3900</b>
<b>Grand Total</b>	<b>225</b>	<b>6687</b>	<b>5956</b>	<b>731</b>	<b>11</b>	<b>223</b>	<b>8775</b>

### 3.3 Beekeeping

During the proposal research and initial assessment stage, CHF discovered from the woreda governments and communities themselves that honey-production is a livelihood that farmers and woreda agricultural find valuable, especially considering the need for chronically food insecure households to diversify away from rain-dependent livelihoods. Under GLAD 140 farmers were targeted for beekeeping activities; this process involved discussions with community leaders as well as woreda and kebele officials. The selection criteria set for beekeepers was similar with that of the poultry beneficiaries except for providing training on traditional bee keeping activities in order to manage the bee colonies during the transfer from traditional to modern bee hives.

Farmers were first given modern beehives, as opposed to traditional hives, since modern beehives can produce up to three times more honey than traditional hives. The yield from traditional hives does not exceed 5kgs/hive while 15 – 18 kgs of honey can be harvested from modern bee hives when following good management techniques. Thereafter, farmers were trained in modern beekeeping practices by a consultant, including colony transfer procedures from traditional to modern beehives. Out of the 140 farmers, 56 were able to transfer bee colonies from traditional beehives to their modern beehives successfully, of which 4 colonies migrated during the transfer process. The remaining farmers were forced to postpone the transfer process until September-October 2005, due to an insufficient quantity of bee colonies and / or the surrounding flora was not enough to support honey production. The farmers are preparing themselves for the coming season which will begin between September and October, 2005.

#### Bee colony transfer process

WOREDA	NO. OF HIVES	# TRANSFERRED	# MIGRATED	# NOT TRANSFERRED
Meskan	70	49	3	21
Silti	66	7	1	59
<b>Total</b>	<b>136</b>	<b>56</b>	<b>4</b>	<b>80</b>

In addition, farmers were trained in wax printing activities, using modern wax printing

equipment and were able to print their own wax under the close supervision and guidance of GLAD technicians. Since no wax printers were available for purchase, a wax printer from an adjacent cooperative was borrowed from the Bati Lejano Bee Association through Meskan woreda Agriculture office. At the same time, two honey extractors were bought by GLAD and delivered to Meskan and Silte weredas, in order to prepare the farmers for honey extraction starting September through October 2005.

Monitoring and regular follow-up was conducted on a weekly basis by GLAD field coordinators and bee specialists from the wereda Agricultural Extension office. Attempts are also being made to try and revive an existing bee-keeping cooperative and GLAD bee-keeping farmers are being encouraged to join the cooperative. These groups are also targets of association building in GEBI; they will be supported as one of the ABGs.

Actual honey production will take place after the end of the GLAD project. CHF is committed to following up on this activity. CHF will provide these farmers with market prices of honey in local and regional markets – a need that was strongly indicated in the market assessment carried out. Moreover, CHF plans to include these farmers in future business and marketing trainings under new programs such as the OFDA-funded ELR program, and the USAID-funded GEBI program

### 3.4 Women's savings groups

Two women's groups in two kebeles in Meskan wereda (Bati Lejano and Dobena Bati) most which are GLAD beneficiaries have organized themselves into saving groups. The initiative was taken by the GLAD program to organize women in savings groups in order for GLAD activities to be sustained after project termination. The savings of the group in Bati Lejano kebele (600 Birr) were supplemented with Birr 6,000 by CHF international to use as seed money. The Dobena Bati kebele group was also provided 6,000 Birr in seed money, and have saved an additional 1,400 birr as a group through the sale of eggs.

Membership in the savings groups is increasing in each women's group, due to the observed improvement in GLAD beneficiaries' household situation. Thus women not previously involved in poultry are anticipating rapid income generating activities and thus joining groups. The Bati LeJano group increased from 80 to 130 women towards the end of GLAD and the newly formed Dobena Bati savings group grew quickly to 60 members. Apart from these two saving groups, other poultry beneficiaries in four kebeles, Arat ber Mukere, Dile Date, Dobena Bati and Yimerewacho have also formed saving groups on their own initiative in order to themselves engage in petty trade and income generating activities. In Silte wereda, 3 saving groups were formed in three kebeles, (Agedele Anshebeso, Arat ber mukere & Dile Date). The Agedele Anshebeso women's group was given 6,000 birr in seed money by the GLAD program. They plan to start petty trading activities in the coming season. Currently, the poultry beneficiaries in Silti woreda are buying sheep and goats with the proceeds from the sale of their eggs. Finally, in Qutbary wereda, 37 women were organized into a savings association; 23 women were given one heifer each and 14 women were given 3 goats each.

### 3.5 Irrigation

During the GLAD program, 68 farmers were approached by CHF, in collaboration with the kebeles and community leaders, to receive vegetable seeds in order to maximize the yield from their irrigation fields. The farmers had organized themselves into an association prior to GLAD; the members asked support from CHF in terms of capacity building and inputs. They registered with the wereda, and have been collaborating closely with the GLAD program via receiving relevant training on irrigation skills, water management and household health issues. During the course of the GLAD program, the farmers harvested their products and sold these in local markets. During CHF's market assessment, the association expressed their wish to receive access to better market places to sell their goods at a higher price, since they are unable to receive high prices at local markets.

Finally, in Kebena wereda, in addition to the 40 hand dug wells that were originally planned as part of the GLAD program, an additional 42 hand dug wells were constructed with the same amount of money through community participation and the support of the woreda Agriculture office through the provision of cement. The wells are currently being used for drinking, washing, and backyard vegetable gardening. One hand dug well serves 5 – 10 households on average.

### 4. No cost extension and post-GLAD follow-up

As GLAD was a one year program, long-term impact can not be recorded at this point. However, through the studies described below as part of the no-cost extension, CHF found a profound change in the mindset of GLAD beneficiaries, especially in relation to creating sustainable livelihoods at the household level, and therefore not having to rely on relief efforts from outside sources. The vast majority of beneficiaries expressed a desire to receive ongoing relevant business development advice and training; meaning that a “one-off” technical training was not sufficient for building up these new types of livelihoods. Ultimately, CHF and its partners hope to be able to offer this type of intervention in the future, through existing programs in the region, such as its USAID-funded GEBI program, the OFDA-funded emergency livelihoods program ELR, and joint projects with FAO and Chemonics.

Some crucial activities CHF would like to carry out as part of its follow-up activities with the GLAD beneficiaries include providing relevant market price information, including this information as appropriate in GEBI and FAO-funded livelihood and business trainings, as well as organizing exchange visits between the GLAD beneficiaries and the new OFDA-funded Emergency Livelihoods Recovery Program (ELR) that also focuses on poultry, vegetable seed production, water conservation, and sheep and goat rearing. Here, the many lessons learned during GLAD will be applied in ELR.

## 4.1 Impact Survey

The impact assessment was conducted under the leadership of a local consultant, Ato Akalu Paulos and an Ethiopian Development Studies Masters student from London, Ms. Mekdes. The survey was carried out to assess the impact of the interventions on the target beneficiaries using both quantitative and qualitative methodologies.

In the qualitative methodology, 369 households, of which 54 did not participate in the GLAD project, were asked to respond to a questionnaire. The qualitative methodology involved Focus Group Discussions and Key Informant Interviews with GLAD beneficiaries, non-beneficiaries and local authorities in Silti and Meskan Woredas.

The findings show that, although it is too early to see real impacts, there are indications that the project participants, particularly those targeted by the poultry program, have begun to benefit from the program financially and nutritionally and have even started to build assets. The findings also indicated that the intervention and the trainings provided by the program have created high levels of interest and enthusiasm and self reliance among participating and non-participating households in the area. The findings also revealed that the project interventions have created opportunities for the emergence of community based organizations (CBOs) in the form of Savings and Credit associations that can be further strengthened to build local capacity for development. Finally, the study recommends that the interventions have significant potential for improving livelihoods and need to be expanded to non-participating households; follow up on the use of project inputs by participant households should be strengthened; and the opportunity the project has provided for strengthening community associations and business development services have to be harnessed. It has been noted that 52 percent of project participants (162) are illiterate, the majority being women.

***Literacy Level that is Reflective of the Targeted Communities.*** There is a clear indication of need for literacy interventions by CHF if it intends to engage in promoting savings and credit associations, since such interventions require some level of literacy amongst beneficiaries. However, equally significant percentages of project participants (40 percent) have primary level of education that will enable them to easily grasp the various trainings provided by the GLAD project. (See table 2 in the attached impact assessment report).

***Household Income Increased.*** Tables 4-11 depict monthly incomes that project participants and non-participants earn from various sources of livelihoods before and after the project intervention. As can be noted from the Tables, there hasn't been a significant increase in income levels observed by participants after the project intervention. This has also been confirmed from the FGDs and KIIs held with community groups and Woreda government authorities. Even though there has been no significant increase in income as a result of the GLAD projects among most participants at the time of the study, both project participants and local authorities, who were involved in the survey have clearly indicated the significant prospect that GLAD projects will have towards increasing household income. Particularly, poultry beneficiaries have been so enthusiastic that in a few months

time, the chicks will be ready to lay eggs, which they would sell and benefit from the resultant income. In this regard it would be appropriate to quote a poultry beneficiary in Batilejano Kebele, in Meskan Woreda, who said:

*“I am an early recipient of 30 one-day old chicks from the GLAD project. More than 25 of the chicks have survived, and a few of them have already started laying eggs. I now make, up to Eth. Birr 15 per week, which has helped me buy food to my family, and easily cover expenses for coffee, sugar and match-sticks. I am also able to buy feed for my chicken so that they continuously provide me with eggs. I am happy for being involved in the project and I still see a more bright future.”*

**Women Empowerment through Financial Independence:** changing women’s position both at the household and community level. Table 13 shows that the main participants of the poultry and bee-keeping interventions are predominantly females and males respectively. This practice appears commensurate to the gender roles in this particular area where poultry is exclusively regarded as women’s domain while bee keeping is considered as men’s. Since women are the main agents in providing food for the family, the fact that they are targeted in the poultry project will have a clear contribution to household food security. Moreover, as poultry is quick in generating cash income, women targeted in the intervention have the potential for earning independent income over which they will have full control. Such a move is also expected to result in changing women’s position both at the household and community level. Similarly, beekeeping beneficiaries look very much forward to harvest honey around end of September 2005, which they hope will enable them to cover for their children’s education in the coming academic year.

**Empowered Households Members** Table 17 shows that training accounts for the highest proportion of the major type of support provided for project participants followed by advice. During the FGDs and KIIs projects participants claimed that besides the immediate benefits of managing the interventions the training has helped them in building their confidence within their own households and the wider community.

Table 21 reveals that project interventions had little impact in terms of competition for land or financial resources of project beneficiaries. This is a positive outcome that would motivate project participants to continue to implement, expand, and replicate the interventions. Since the interventions have the potential to yield additional benefits without competing for resources this could also be a motivating factor for non-participant households to replicate the interventions.

Interestingly, Table 22 shows that the project has significantly impacted the respondents in most of the empowerment indicators that are listed in the Table. The fact that the project has seen the seeds of empowerment in such a short time span indicates the degree of emphasis the project has placed on those aspects that have a long-term bearing in the improvement of the livelihoods and self-reliance of project beneficiaries in the area. Knowledge about the areas where the participants have made the most gains, will help CHF appropriately target future interventions and to follow up participants so that the gains they have made are sustained in the long-term.

***Income Generation Increased.*** A significant number of participants, 113 (36 percent) claimed that their food intake has improved in the post-project situation. Some project participants involved in the FGDs, particularly those in the poultry intervention, report that they have started to earn more cash income and were able to improve their food intake after involvement in the project. (see table 23)

Table 24 reveals that in almost all basic needs, there has been improvement in meeting basic needs after being involved in the project, even though the number of people with such responses was not significantly higher than those in the “before-project” situation.

***Increased ability to pay families’ health, clothing and education needs.*** Further analysis of the survey results indicates that project participants who reported “never” and “very rarely” affording to pay for their own health care, education and clothing reduced after involvement in the project. As in Table 24, participant’s ability to pay for their families’ health, clothing and education needs increased after their involvement in the project than previously. Again, the fact that changes are not exaggeratingly high after the project situation is the result of the pilot nature of the GLAD projects. This, however, shows the inherent potential that the project interventions have in meeting the basic needs of the beneficiaries.

***Improved ability to influence community members in mainstream community life*** The impact assessment report attached revealed another important, but often ignored, dimension of livelihood improvement impacts of projects on their target group: the ability to influence community members in mainstream community life. Often, the poor are tacitly excluded from mainstream community life and have no influence over matters that affect them. However, when the economic conditions of people improves, it often coincides that their social position also improves, enabling them to assume new and active roles in their communities. The new roles, in turn, through increased social interaction and influence, will create new opportunities. In this regard, the rate of participation of project participants in community organizations has shown a modest improvement after involvement in the project. Particularly participation in business associations has been remarkably high (183 percent change), showing the high potential that the projects have in providing business opportunities among project participants. (see table 26)

***The project has contributed to the reduction of dependency on relief*** and other kinds of external assistance among beneficiaries. Both among women and men project participants, a reduction of dependency on food relief stands out as significant. The fact that dependence on others for debt repayment is low indicates that the financial income generating aspects of the project is not realized at the time of survey, although it was indicated in community FGDs that the GLAD project interventions have a high potential for improving financial income in the long-term. (see table 28).

***Business-Oriented Women Groups Established.*** Table 29 shows that about 68 percent (117) of women project participants are involved in business activities. About 47 percent of project participants are also involved in business. Unlike other rural areas, women in the GLAD project areas have a high tendency for business. This could be associated to their proximity to urban areas as well as the entrepreneurial tradition of the people from the Gurage area. The fact that this was

the trend has also been confirmed during FGDs that were conducted with the various stakeholders. This is an opportunity for CHF to build momentum with a view of introducing business development services in the area in the future.

***Increased sales of the poultry Produce.*** There is an indication that there is not much difference on volume of sale of the various GLAD inputs before and after the project situation. But the slight increase in the volume of sale in eggs and chicken after the project among participants shows that in those interventions that have already began to yield, project participants are benefiting from the increased volume of sale. See table 33.

## 4.2 Market Assessment

A market survey was undertaken by David Wagner a consultant from Farmer to Farmer, assisted by Ms. Mekdes. By building on the results and the recommendation of the impact assessment, the objective of the market survey was to assess the different possible market interventions by the beneficiary households of the livelihoods activities. These included analyzing the marketability of GLAD livelihoods program products, including exploring viable packaging, value adding, transporting etc.; identification of viable markets by analyzing demand in the local markets including restaurants, wholesalers and retailers; and identifying the type of business, financial and technical support the beneficiaries require.

The survey was limited to 100 beneficiaries and non-beneficiaries and was conducted through filling out questionnaire and through focus group discussion. The survey was conducted in both Silte and Meskan weredas. The results of the market survey show that there is a constant demand for chickens and eggs, and that women-headed households can earn reasonable incomes from the sale of eggs and chicken; thus poultry production can be a viable business. Vegetable grown in the home garden, while supplementing home consumption is also a good source of household income. However, the study revealed that vegetable producers using small scale irrigation are producing large quantities of vegetables for sale and at times face low market price for their produce. The study also revealed that farmers stand to benefit if they organize themselves into associations.

In addition, CHF GLAD Market Assessment delivers quantitative data for the following tasks aimed at further developing economic growth within Gurage zone:

1. Design a field questionnaire to further identify target household for continues assistance
2. Apply field interviews with targeted market for information gathering.
3. Include purpose, methods, scope, results conclusions and recommendations
4. Introduce target market precipitants to assistant giving authorities who must come to conclusions while studying report results

A pre-study informal observation and discussion was held with GLAD beneficiaries and nearest markets to help decide which areas of products and markets need more exploring. This has clarified the initial dilemma on whether introducing a new product or improving production is worth pursuing without losing track of CHF's main objective of diversifying income through off-farm activities, and not forgetting that its beneficiaries are the chronically food insecure and subsistent farmers.

As a result, it is clear that it is more realistic to focus on products they are producing already for success in the near future. In terms of market accessibility it was learned that farmers travel to the nearest market only as a result of lack of affordable transport facility and low volume of production. Based on the above, the GLAD components were divided into 5 areas and were explored further from the following aspects: - market accessibility, production quantity, production quality, market demand, business development and assistant. The GLAD components are: Poultry, Savings and credit, Beekeeping and honey production, Fruit and vegetable, Livestock, and Irrigation.

### **1- Poultry**

From the focus group discussion in Yimer Wacho kebele, out of 5 people 2 had sold chickens to the market and they have always chosen the nearest market. Prices for roosters and eggs are similar in other markets so there is no point in traveling elsewhere. Profits from the sale of egg are usually invested into feeding the hens. Beneficiaries were all aware that separating hens would bring good results but it is not practical financially and physically, as the chickens can jump high which in turn requiring high fencing. Farmers found themselves faced with a catch 22 situation where fencing would stop hens from scavenging which in turn would mean providing more feed. Most beneficiaries agreed that poultry is a good business investment.

However poultry association members in Bati Lejano are also members of a savings group. They have money in the bank through credit and savings. Like the other kebele they think prices for poultry are similar in all markets. They report that irregardless the number of eggs and roosters they take to the market they are always able to sell. They are also aware that separating, fencing, and feeding hens would increase production. The focus group reported that fattening sheep is the preferred income source as it fits within their own environment without taking credit resources out of poultry. They explained that this activity doesn't require much grazing space – already in short supply. Furthermore, unlike goats, sheep don't need to forage for different leaves.

### **2- Savings and Credit**

The savings and credit groups are organized without understanding the value of saving and credit. Participants' rationale for participation includes buying cattle, doing better work, strengthening what they are currently doing, increasing their association, improving living standards, etc.

Table 2 (in the Marketing Assessment attached) indicates that group members' income has always been based on agriculture and more recently poultry. Of twelve assessment respondents asked whether they know where to ask for savings and credit advice, 8 reported

never asking for advice and not knowing where to ask, 4 reported that they knew and thought it was the people who gave them chickens, i.e. CHF. The majority questioned seem to have investment ideas if they had money. The most common ideas were poultry, sheep fattening, cattle, etc. Although they had been organized some months previous, they haven't been holding regular meeting. When asked if they know where to get credit, most responded that they did not know. Participants need to get involved in more savings scheme as well as working in associations. Most of the poultry farmers are also savings and credit association members. During the focus group discussion, participants were asked why they don't borrow the money from their savings to buy feed since this is the main challenge in increasing production. The association is at its infancy stage, most members have difficulty finding the money for feed, but didn't consider the association money to be for this use. Survey participants who are not members of savings and credit groups but could borrow from other organizations often do not know how to access credit. Those who knew how to access credit did not seem to be positive about borrowing; they would rather save. Participants mentioned that they are farmer's wives, their husbands are scared of losing cattle and land if the wives don't repay.

### **3- Honey production.**

Most honey producers in Yimer Wacho started recently, therefore they haven't seen results yet, but their opinion was that the modern hives are better. They are optimistic about the ability to set up modern hive but there is a concern about the cost. The need for technical assistance is needed to increase production.

### **4- Fruit and vegetable**

Table 4 indicates that CHF International is the main provider of technical assistance. Half of the producers use their back yard for fruit and vegetable production. Concerns have been expressed regarding crop insects and weeds, about half the farmers interviewed use some form of "medicine" to protect their crops. Most of the fruits and vegetables produced are used for private consumption; the rest is sold at the market. Producers must travel to the nearest market to sell their produce, traveling between 1-1.5 hours. The type of assistant they need varies from financial and technical advice to help in more varieties of seedlings for them to produce in the future. From the focus group discussion with fruit and vegetable producers using small scale irrigation it's revealed that they are not subsistent farmers. Irrigation has helped them produce a high volume of variety of vegetables all year round. Through the savings and credit association they were able to save money and borrow to buy quality seeds for their farm. As much as they are pleased about their production they mentioned their major problem and challenge is the market. They specifically asked if they can be supported in finding markets for their produce. They mentioned it is demoralizing to sometimes plow land up to 8 times, work hard, and only to sell at low market prices. The other point from the discussion is that although they are a strong association in terms of holding regular meetings, rotating irrigation, saving and repaying, etc. the only reason they are borrowing money so far is to buy seeds.

**Market Survey Results** From the survey and GLAD products questionnaire, there are buyers who come weekly to the market and purchase up to 500 eggs a week. Respondents usually

learn market prices themselves. Most producers use the Butajira market simply because it's the nearest. Most think the price of products sold at the market are too expensive. In terms of packaging and adding value to products, this does not influence people in that particular market. This may be different in major cities such as Addis Ababa and is worth exploring. One finding that should be facilitated is that businesses have shown interest in products if they are delivered to them at a set price, in bulk and at regular interval

### **Conclusions and recommendations**

From the result of the surveys and focus group discussions we can conclude that poultry production needs to be increased to increase income. From the market survey it has been observed that there is constant demand for chickens and eggs, excluding the fasting season. However, due to the presence of a Muslim community in the region, demand won't necessarily go down. The market survey showed that restaurants and shops are interested in buying large quantities of eggs and chickens supplied to them at agreed price and at regular intervals.

There is a need for an association that could step in and organize farmers to be able to supply demands and find new markets. However, GLAD beneficiaries, especially poultry farmers are the chronically food insecure, from the impact assessment survey it's noted that food support has stopped only 6 months ago for most. One can say they are not at the stage where they feel confident to get organized and take themselves to the next level as they are at an infant stage of forming an association through savings and credit and poultry production.

CHF should offer a package when organizing farmers into associations so that the associations are sustainable; most association members have new business ideas but do not know how to implement those ideas.

Vegetable producing farmers through small scale irrigation are the most organized. They are at the stage where they have irrigation all year round and do not have to rely on rain water. They are organized in savings and credit associations where they hold meetings every two months and during emergencies. They have over 9000 birr in the bank and they all have been borrowing and repaying money to buy seedlings for their farm. CHF should facilitate the introduction of marketing as part of the association component. Their production quantity is large enough and it needs market assistant as pointed out strongly by the farmers themselves. Not only is there a lack of buyers at reasonable prices, but also market saturation of identical products from nearby areas is a problem. Perhaps an association organized along union lines could solve the problem of excess production.

### **4.3 Water Conservation Training**

The water conservation training for drought mitigation was conducted by Water Action in collaboration with the Blue Nile Consulting Company. A total of 123 farmers, 64 from Meskan and 59 from Dalocha, who are members of the irrigation user associations in their

respective areas, participated in the training program. The contents of the training included irrigation water management, watershed management, health and environment impact associated with water, and community participation. In a post-training evaluation by the participants, most of the trainees indicated that they found the topics of the training and issues raised during the training were very useful and relevant.

#### 4. Community and Implementing Partner Contributions

Throughout GLAD program implementation, the Maskan, Silte, and Kabene communities were extremely active partners. Members of communities and regional leaders were made a part of the program's daily decisions and activity. In addition to playing a key role in the program's leadership, the communities also made significant contributions in the form of labor and materials. In each case where the communities made a contribution of labor, the dollar value of that contribution was calculated. A summary of community contributions follows:

COMMUNITY LABOR AND MATERIAL CONTRIBUTION			
Activity	Activity Output	Time	Total
		Labor Contributed (Days)	Labor/Material Contribution (\$)
Hand dug Wells	82 wells constructed	2,240	8,077
Multi Purpose Tree seedlings /MPT/	18,000 Tree seedlings planted by more than 450 beneficiaries.	500	8,934
Irrigation activities	408,000 K. G vegetables produced & marketed	6,120	4,524
Poultry shelter construction	225 poultry producers supported to construct shelters for their poultry provided by CHF	675	2,746
Bee colony transfer	54 Bee farmers transferred bee colonies from traditional bee hives to modern hives	108	748
Livestock production	22 Heifers, & 42 sheep/goats supplied to women saving & credit groups.	8400	3,084
General	Local Authorities/Communities/CBOs	608	1,335
	<b>TOTAL</b>	<b>18,651</b>	<b>29,448</b>



GLAD Nursery site in Dobi, Maskan woreda



**Savings Group in Kebena Woreda/Heifer Beneficiaries**

These women were provided with 90 Ethiopian Birr each as a contribution towards the construction of sheds for the chickens. The brooders are being properly maintained and the chicks are in a healthy condition. Over the life of the program, the mortality rate was low, at 11% on average.



**Agro forestry Activities in Silti Woreda**



**Multi Purpose Tree Seedlings Prepared for GLAD Project at Dobi Nursery**



**Fruit Tree Seedlings Prepared for GLAD Project at Dobi Nursery**



**Modern Beehive from GLAD Provided to a Beneficiary in Meskan Woreda**



**GLAD Poultry Beneficiary with her fayoumy Chicks**



**OFDA Monitoring Visit of GLAD Project at Community Level**



**GLAD Impact Survey Group Discussion between Consultant and Beneficiaries**